

Vendor Day Announcement

A cooperative venture is being announced by the military service medical logistics agencies located on Fort Detrick in Frederick, MD. The agencies involved are the Defense Medical Standardization Board (DMSB), U.S. Army Medical Materiel Agency (USAMMA), the Naval Medical Logistics Command (NAVMEDLOGCOM), the Air Force Medical Evaluation Support Activity (AFMESA), and the Air Force Medical Logistics Office (AFMLO). The cooperative venture is a series of dates set aside for vendors of medical equipment and supplies to display their products to multiple service organizations at one time. This event is referred to as Vendor Day.

Vendor Day will occur at the dates and times as noted below at the H.O.T. Dome, Bldg. 832, on Fort Detrick. Maps will be provided. Only products that pertain to the categories identified will be displayed. Participation will be limited to the first 20 vendors who contact the identified coordinator for each day, also listed below. Vendors must identify at that time what products they wish to show. Vendors will be limited to a specific area for showcasing their products and will not bring extra shelters to accommodate more items. There will be no formal demonstration times set aside. Interested customers will view products at their leisure within the time allotted for each day, much like at a conference exhibit hall. Participation by a vendor **does not** in any way constitute approval of any product by any service organization and **vendors will refrain from advertising** as such. Participation by any vendor is solely at the discretion of members of the Vendor Day planning committee, who represent all organizations listed in paragraph 1.

The Vendor Day planning committee is responsible for coordinating the dates, times, and venue of each event and communicating information, including any changes, to all participants in a timely manner. The planning committee reserves the right to alter the schedule as mission and circumstances dictate. The planning committee will reserve the venue and ensure it is ready for each event. Vendors are responsible for bringing everything they require for their displays, to include tables, chairs, easels, laptops, extension cords, etc. Vendors also need to bring sufficient handouts and other materials as needed. Copying services will not be available on post. Vendors are limited to a power draw of 5 amps per vendor due to an overall limitation at the selected venue. Vendors who elect to participate in this event must send a government sales representative.

The focus of these events is to assist the services' medical logistics agencies with strategic market analysis of products and technologies that may be applicable to our austere medical environments. We do not support brick and mortar facilities in the U.S., but rather medical units located on land and ships and in challenging environmental conditions. Below is a photo of one of our hospitals in past operations.

The dates, times, product categories, and event coordinators are listed below. It should be remembered that products need to be suitable for use in an austere environment with extreme temperature ranges possible. Send general questions to USAMMACRM@amedd.army.mil.



A combat support hospital in Iraq.

Vendor Day Schedule

March: 07 March 2007, 0800-1200 hours

Intravenous pumps/ fluid warmers/ IV solution infusers

Litters/ litter carriers/ litter systems

POC: 301-619-4062

May: 02 May 2007, 0800-1200 hours

Suction machines

Airway management, including ET tubes, combitubes, specialty intubation devices and equipment

POC: 301-619-8285

July: 11 July 2007, 0800-1200 hours

Oxygen generation and oxygen concentration equipment

Distributor Day – distributors may come and participate with no more than SIX of their top products

POC: 301-619-8611

September: 05 September 2007, 0800-1200 hours

Field sinks

Organizational systems (i.e. shelving)

Portable biological safety cabinets

POC: 301-619-4099

November: 07 November 2007, 0800-1200 hours

Medical-surgical consumables

Cleaning products, wound/burn care

POC: 301-619-4097